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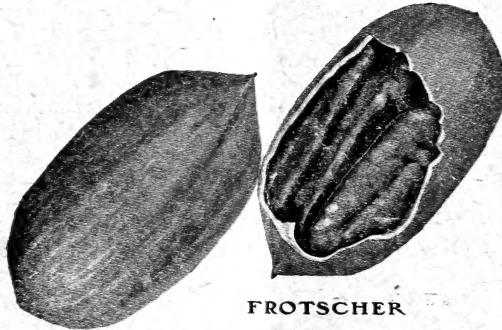


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# FRUIT GUIDE AND CATALOGUE



## Paper Shell Pecans

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B. W. STONE & COMPANY

THOMASVILLE, GA.

SPECIAL



# **IN A NUT SHELL**

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## **Freight Paid**

Then you know the exact cost of trees. They arrive promptly and in good condition.

## **No Agents**

Why pay an agent as much for his services as the trees cost? Be your own agent and send direct to the nursery, as he does, and save his profits.

## **Fruit Notes**

Full and free, and we are willing to give instructions on your special orchard if you will only write us. We love to answer questions.

## **Standard Trees**

We want to sell trees that will be successful with you. We praise good varieties, and don't fail to mention the worthlessness of others.

## **Prices and Terms**

We don't ask you to help pay for your neighbor's trees. Our prices are low and our terms are cash, and your neighbor pays for his own trees.

Yours respectfully,

**B. W. STONE & CO.,**

**Thomasville, Georgia**

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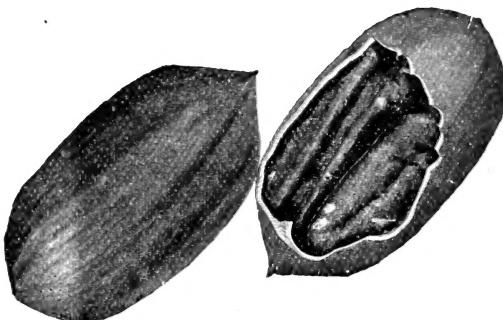
***A Trial Order will Save You Money, Give You Satisfaction  
and Will Enlist You as Our Customer***

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***Of Pears Planted for Profit, the "Stone" is the Most  
Profitable of All***

# THE PECAN



The pecan is a hickory with thin shell and of finer quality than the hickory. It naturally belongs to the southern states, and is better adapted to the lower southern states. For the last few years it is commanding attention from planters of profitable fruit, and no fruit is growing in interest faster than the pecan. The pecan is the only fruit planted that will last a century. It is not a perishable fruit, and does not have to be gathered in a rush and shipped, or kept in expensive cold storage, like other fruit. Not restricted in its sale, it takes the world for its markets. It is the best eating of all nuts; most used of all nuts; most profitable of all nuts.

The whole tree is profitable. The wood is in demand at any age. The nuts are used for desert, for oil, for confectioneries, and is lately being used extensively for nut foods, which will furnish an unlimited demand for the nuts.

The pecan business is no new business. Texas alone furnishes one-half of all the pecans sold in the United States. Her annual crop is from 200 to 500 cars, at from \$1,000.00 to \$2,000.00 per car.

If you are the owner of good land, seize the opportunity and plant pecans. Talk pecans and let the southern people raise them. The United States imports a greater and greater per cent. of nuts annually. The importations for nuts in 1902 was \$21,480,000.00, which was 10 per cent. greater than in 1901.

People who never travel beyond the bounds of their own county will howl that "the business will soon be overdone." But investigate the above figures and see if you agree with the howlers. It is a very small per cent. of the many million inhabitants of the United States who ever saw a pecan. Besides, the population of the U. S. will grow faster than the Southern States will grow the nuts.

What is universally supposed to be the greatest draw back to the business will keep it forever a safe investment, and that is: "they take so long to bear." While in reality their time of bearing does not vary materially from that of apples and pears. This SUPPOSED (?) draw back will keep the pecan the most profitable of all fruits.

Let us divide prospective planters into three classes—young, middle-aged and old men.

Young men of means, the ones who could plant pecans at the greatest profit, will not generally plant, because returns appear too distant.

The middle-aged man will not often plant because his means are used in raising and educating a family, or in pushing all the capital he can command into his business.

The old men, as a class, do not want to plant for fear of not gathering their fruits.

The facts in the case are: A pecan grove begins to BEAR THE DAY AFTER PLANTING, and bears an increasing amount each day. To explain: Any one spending \$1,000.00 in planting a budded or grafted paper shell pecan grove will not take \$1100.00 for it the day after planting. When two years old an acre of well-kept budded or grafted pecans is worth \$100.00. When ten years old is worth \$1000.00 per acre.

A budded or grafted pecan grove is better than a life insurance policy, government bonds, or a bank account. If a man leaves life insurance it is too often loaned out and lost. It is better than bonds, because it yields more annually from trees that will live a century. It is better than a bank account, because the principal (the grove) will not be spent or mortgaged.

## PLANT A GROVE.

**Location and Soil.**—Below the Ohio river, where plenty of oak and hickory grow, plant pecans. In the absence of hickory, plant after large trees of any kind, if not too flat and too poorly drained. The Mississippi delta is without doubt the finest section in the United States. But, all of us do not live in the delta, neither do we want to. Plant pecans on the richest, well-drained soil obtainable. Fertile soil with good, red clay sub-soil is fine for pecans. If your soil is not rich, do your best on improving it, if you desire best results. Pecan trees are not damaged by over-flows after they are 2 years old, but are generally benefitted.

**Preparation.**—A thoroughly prepared cotton or corn field is good preparation. Subsoiling the land for a few years is quite beneficial—helps the supply of moisture and deepens the soil. Dig holes 3 feet wide and 3 feet deep. Fill up the hole with good, top soil and well-rotted manure (2 bushels.) In the absence of well-rotted manure, use 2-3 pounds of standard guano. Be sure that it is thoroughly mixed with good top soil. If not well-mixed use less quantity, or leave it out. This preparation is best done one month before planting, to allow fertilizers to get diffused in the soil, and to allow for settling.

**Distance to Plant.**—Plant trees 60x60 feet in delta and similar soil. Poorer land 50x50 feet.

**Number of Trees.**—Planting 60x60 feet gives 12 trees per acre; Planting 40x40 feet gives 27 trees to the acre; Planting 45x45 feet gives 21 trees per acre; Planting 50x50 feet gives 17 trees per acre.

**Planting the Pecan.**—In the well-prepared hole dig a hole to easily take the roots of the tree. Trim off all bruised and broken roots. Cut off tap root about 26 inches from collar of tree. Plant tree straight and firmly in the hole as deep as it grew in the nursery. Hill up close around the tree to allow for settling.

**Cutting the Tap Root.**—It is no draw back to cut the tap root, but a great convenience and often a benefit. Large bearing pecan trees in flat woods (wet soil) have been blown over by storms and had no tap root at all.

**Fertilizing.**—About three pounds of good fertilizer worked in the soil around each tree the second year after planting, and adding one pound extra each year is a moderate and safe application. Fertilizing and thoroughly cultivating proper crops is the best way to stimulate the trees.

**Cultivation.**—Thoroughly cultivate through growing season till branches meet. Then sodded to bermuda grass for cattle is a most excellent plan.

**What Crops to Grow.**—Pinders, sweet and irish potatoes well fertilized are the best crops, because they allow all sunshine and air. Next comes cotton. Velvet beans planted in rows and fertilized with potash and acid is excellent for building up the land. It will be necessary to cut the vines off of the trees only about three times during a season. If you plant corn in the grove, plow the land three times and plant the corn late—say in May. This plan will give the trees a strong start. Give distance around the trees with all crops. Run corn rows east and west.

**Age of Bearing and Yield.**—Budded and grafted paper shell pecan trees will commence bearing from 5 to 6 years after planting in orchard. At 8 to 10 years will yield 50 to 100 pounds to the tree. The best yields from large trees has been over ten barrels. Georgia soil produces early peaches, early melons and early vegetables, and also yields pecans earlier than other sections.

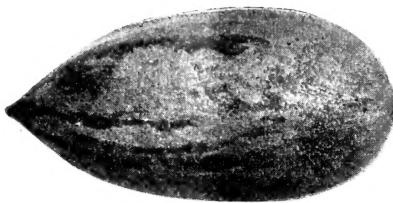
**Cost Per Acre.**—Owing to the great distance between pecan trees, an acre does not cost much more than peaches, apples and pears, and not as much as an acre of oranges.

**Plant with Peaches.**—Plant peaches between the pecan trees when first set out, and the peaches will yield their fruit and be out of the way of the pecans.

## VARIETIES.

**Brooks' Paper Shell.**—A nut of very thin shell; small but fine flavor, and a heavy bearer annually. Originated in South Georgia, Brooks county, the banner county of the state.

**Creole Giant.**—A seedling of the Stuart, but larger. It is as large as the Columbian and much better filled. Egg shape, and very desirable for commercial groves, on account of its good appearance, large size, and large yields.



COLUMBIAN.

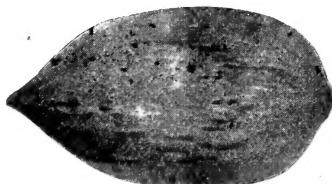
**Columbian.**—(Rome, Pride of Coast and 20th Century.) Its immense size has made it much sought after and planted extensively. It is a straggling grower and does not always fill out well.

**Frotscher.**—Nut showy and of excellent quality; shell very thin. Tree compact; loaf shape. It is a favorite with all planters, both for home and for market. Meat of fine quality and easily separated from the shell. See cut on front of catalogue.

**Mobile.**—The pecan of pecans. Possessing all the good qualities of all the other varieties, and not one objectionable feature. 23 nuts to the pound. The largest pecan in the universe. Its immense size and heavy bearing qualities are its most commanding features. Its thinness of shell and fine flavor are second to none. Tree conical in shape; a rapid grower and early bearer.

**Money Maker.**—It is a seedling of Louisiana origin. The introducers say "It is a large, round pecan full of rich meat; moderately thin shell."

**Pride of the Coast.**—See Columbian.



RUSSELL.

**Russell.**—The home-market pecan, as well as for commercial planting. Not the largest but one of the very thinnest shells. Good shape (see cut) and of excellent quality. A most desirable tree for city lots. Specially recommended for early and prolific bearing.

**Rome.**—See Columbian.

**VARIETIES.—Continued**

STUART.

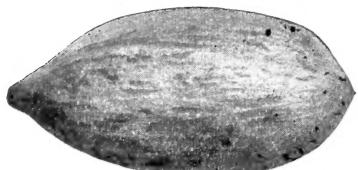
**Stuart.**—A standard for commercial orchards. Has all the points for a profitable pecan—fine in appearance; desirable in shape; (see cut) large size; none fills out better; is of good quality; and tree is a strong grower.

**Schley.—THE IDEAL PECAN.**—All meat, (see cut). Very thin shell. A good yielder and bears young. The gold metal pecan at the Paris exposition in 1900.



SCHLEY.

**Sweet Meat.**—Nut of medium size; ovoid in shape and has fine sweet meat. The kernel is plump and parts easily from shell.



VAN DEMAN.

**Van Deman.**—A very large, oblong pecan. Shell medium and firm. (A good keeper.) Kernel plump and quality good. One of the desirable commercial nuts.

**PRICE OF PECANS.**

(BUDDED AND GRAFTED.)

**THIS SEASON 1904-5.**

	One	Ten	One Hundred
1 to 2 feet	\$ .75	\$ 7.00	\$ 60.00
2 to 3 feet	1.00	9.00	80.00
3 to 4 feet	1.15	10.00	90.00
4 to 5 feet	1.25	11.00	100.00
5 to 7 feet, 2 years	1.50	12.50	120.00

This is to certify that we have known the firm of B. W. Stone & Co., who have conducted a nursery here for ten years. They are now making a specialty of the finer varieties of pecans, and their word can be relied upon in every representation they make. They have made and sustained a name for fair dealing and good stock. J. T. CULPEPPER, Mayor and Pres. Citizens Banking & Trust Co.

E. M. SMITH, President Bank of Thomasville, Thomasville, Ga.

Thomasville, Ga., Sept. 17th, 1903.

I am well acquainted with Mr. B. W. Stone; have visited his nursery often, and believe him to be thoroughly honest and reliable in all his representations and dealings with his patrons. He is propagating the pecan on a large scale, and with the utmost care and success. ROBT. G. MITCHELL,

Thomasville, Ga., Sept. 17th, 1903.

Judge of Superior Court.

## DON'T PLANT SEEDLINGS.

If there was a single valuable paper shell pecan tree in the United States that would absolutely come true to seed, every nurserymen of the south would have some. But there is not ONE tree that will come true. Common wild pecans will produce a large per cent. of nuts as good as the seed planted, but of the paper shell varieties, they will not do it. Budded and grafted trees will be, 100 per cent. of them, true to the tree from which the cions were cut.

The United States Department of Agl. published "nut culture in the U.S." It advocated budded and grafted trees to be the only way to get a reliable grove, and states: "Improved pecans are as variable in their seedlings as other fruit trees, and can not be depended upon to reproduce themselves from seed." They have recently issued "Budding the Pecan," 40 pages, and states: "Necessarily, as with peaches, apples and other fruits, the only way in which the choice varieties of the pecan can with certainty be perpetuated, is by budding and grafting on seedling stocks."

They are preparing another bulletin on pecans, but it will not advocate seedlings. The Florida Experiment Station issued two bulletins. The first—"Pecan Culture," and on page 190 says: "Trees true to variety can not be obtained with certainty from the nuts, and we must resort to budding and grafting." Later on the author visited many pecan groves of the state in bearing, and "saw the folly of planting nuts or seedlings," then issued a 24-page bulletin on "Top Working the Pecan."

Louisiana Experiment Station recognizing the profitable industry of improved pecans, issued a 45-page bulletin on "Pecans," and on page 852 says: "Men who desire to grow the best pecans today, do not follow the custom of planting the best seed, but instead grow seedlings, in order to bud or graft upon them the best varieties available, for there is no other sure way of obtaining nuts which are known to be the most desirable."

Texas, the mother state of pecan trees from seed—the state that furnishes half the pecans of the United States—this summer had at its meeting of the state horticultural society, the committee to report on pecans, as follows: "Your committee has visited twelve cities of the state where the pecan tree flourishes, and found some very valuable trees. These trees produce nuts to the value of \$20 to \$100 per annum. We find that budding and grafting from the most valuable trees is the only reliable way of growing a commercial pecan orchard, as the trees do not come true from seed."

**Why plant seedlings when genuine paper shell varieties can be had budded or grafted?**

**Why plant seedlings when some of them will be prolific, some shy and some barren?**

**Why plant seedlings when 100 of them will yield a job lot of 100 sorts?**

**Why plant seedlings when ONE CROP off of a budded or grafted grove will yield more additional over a seedling grove than the budded trees cost originally?**

**There is more profit in growing seedlings at 5 cents each than there is in growing budded or grafted pecan trees at \$1.00 each. We will contract to grow seedlings of any claimed variety (?) of seedlings at 5 cents each.**

**Some nurserymen continue to sell seedlings at high price, because there is more profit in seedlings than there is in budded or grafted trees.**

**Why plant seedlings when they require about 4 years longer to bear than budded or grafted trees?**

**Why plant seedlings when we can supply the best varieties in the United States propagated from bearing trees, by budding and grafting, and can guarantee them true to name; for any one can easily distinguish the varieties in the nursery rows, and can see that all in one row are just alike; and that the leaves, bark and whole tree is different from the variety in the next row?**

**Come and see them and be convinced.**

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A FEW EXPRESSIONS AS TO THE MERITS OF THE  
**STONE PEAR.**

We regret to state that our home people have awakened to the merits of this pear, and they have come and engaged them by the thousand till they are all sold for this season. Will have a large stock for next season.

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**What the Tax Collector Says.**

He has been tax collector for 14 years, and has been one of the most successful LeConte growers in the state.

DEAR SIR:—It has been my opportunity to pass by the original tree for the last eight or nine years. It always has larger blooms than LeConte and a little later. The large fruit, which each year has been at least two weeks ahead of LeConte, is just simply beautiful. I have often thought it should be propagated and am glad that your firm will offer trees to the public. I will plant out trees of it this coming fall and continue till I get a good orchard of it in addition to my large orchard of LeContes.

Yours respectfully,

P. S. HEETH.

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**What the Largest Pear Grower in South Georgia Says.**

DEAR SIRS:—I think I know a good thing when I see it. I will commence by planting ten acres of this new pear this fall. It is undoubtedly a handsome early pear.

Yours truly,

E. L. NEEL.

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**What the Largest Pear Shipper Says.**

DEAR SIRS:—Your new pear certainly has a fascinating beauty attached to it when we take into consideration that the early markets can never be overstocked with such beautiful fruit. Let it be propagated and planted extensively. On account of its earliness, it is the coming pear. It has been my pleasure to see the tree often, and it is a vigorous, healthy tree.

Respectfully,

JAS. MCKINNON.

### The "STONE" Pear.

This new pear is a bud variation from the LeConte. It is seventeen years old, and has borne eleven successful crops. The tree is vigorous, with wide spreading, stocky branches, and has large, dark green leaves. Its blooms are unusually large; one week later than LeConte. Its fruit is large in size, most admirable pyriform shape, and overlaid with deep bloom. It is ready to ship from two to three weeks ahead of the LeConte. Sample sent June 12th to the largest pear commission merchant in New York brought reply that they would bring from \$5.50 to \$6.50 per barrel. They further stated, "It surely shows up well and will say that we think it is the coming pear.—OLIVIT BROS."

It is a southern pear. Its vigor and constitution, and being of southern origin, assure its adaptability to the southern states. Its blight resisting qualities make it desirable to plant. Its earliness, appearing on the market when no other pears are there, makes it of interest. The good returns which they will demand are qualities appreciated by practical men. We do not claim the earth for it, for it is limited. It is limited to the Southern States. The record of the LeConte all over the South will prove of great value to it. The LeConte caught all those who thought themselves practical pear growers. Besides, it tested soils and sections, being planted on many not adapted to it. It is well tested, having borne eleven crops in eleven years, maintaining its regular habits annually. It has further been tested by being budded into another pear tree, and still proving true to type in every habit. (See cut on back of catalogue.)

It will never be cornered, copyrighted or trade-marked, but offered to the public at prices sufficiently low for practical men to plant out commercial orchards at once.

If you are going to plant a commercial orchard in the South Atlantic or Gulf States, plant a pear orchard. If you want the pear that will be the most profitable with least labor and trouble, plant Stone's early pear of Georgia origin.

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THOMASVILLE, GA., July 4, 1903.

DEAR SIRS:—I visited the original Stone pear tree on June 1st, also again July 1st, one month later. With pleasure and pride do I write that the Stone pear was larger June 1st than was the largest LeConte in same orchard July 1st, showing clearly that there is at least one month's difference when it comes to practical results.

Very respectfully,

C. S. PARKER.

It is gratifying to us to be able to state that the Stone pear had been budded in a LeConte and in a Garber, and that both bore this year and both showed all the special characteristics of the Stone pear. June 15th we gathered some Stone pears and also gathered the largest LeConte in the same orchard. The Stone pear weighed 9 ounces, the LeConte weighed 3½ ounces. Our stock of trees is fine in size, thrift and constitution. There is no pear more profitable for southern planting.

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ATLANTA, GA., July 16, 1901.

DEAR SIRS:—I have sampled your new pear (the Stone pear) and am glad to be able to testify to its excellent qualities. Its shape and general appearance are pleasing and its flavor is good. Judging from the specimen you sent me, I should think it would be decidedly advisable to propagate and disseminate this new pear.

Yours very truly,  
W. M. SCOTT,  
State Entomologist of Georgia.

## B. W. STONE &amp; CO., NURSERYMEN,

ROME, GA., July 22, 1898.

DEAR SIR:—Your pear was received and we kept it several days, as it was hardly in shape for testing, and really kept it too long, as it had commenced to rot before we cut it. We are certainly very well pleased with the pear, being large size and fine appearance, and if it has the habit of blooming later than the LeConte, and ripening earlier, it should certainly be very desirable. And we will want some buds and stocks of it as soon as you have them to offer.

Respectfully,      G. H. MILLER & SON.

## TEXAS A. &amp; M. COLLEGE.

*Mr. B. W. Stone, Thomasville, Ga.*

DEAR SIR:—Your sample of Stone pear was received in good condition some days ago. It was a fine and beautiful specimen of pear, but since it was not ripe, I was unable to judge of its table quality. It is quite probable that you have something valuable in this new fruit. Yours very truly,

R. H. PRICE, Prof. of Horticulture.

GALVESTON, TEX., July 26th.

DEAR SIR:—Pear mellowed up nicely and we ate it today. It is plainly not a LeConte in quality, but does resemble the Garber very closely in every way, except that the Garber is several weeks later than the LeConte. Otherwise, I would call it a Garber, though it had not quite as much acid as that pear. As to a name, why not call it the "Stone"? That is short and appropriate, as it is nearly solid after it mellows, and is plainly a good keeper and shipper, and will not rot at the core. Truly.      H. M. STRINGFELLOW.

## FLORESVILLE, TEXAS, June 16th, 1901.

*B. W. Stone & Co., Thomasville, Ga.*

DEAR SIR:—Your letter and the pear received. I shall want some of the pears, the quantity will depend on the price. Send me a sample of the ripe fruit, when ripe.      Respectfully,

A. G. PICKETT.

HULEN, TEXAS, July 21st, 1898.

*B. W. Stone & Co., Thomasville, Ga.*

DEAR SIRS:—The specimen pear came duly to hand and we are very much pleased with its general appearance and shape. It will be almost sure to prove a decided acquisition and hope you may be able to propagate it and have it ready for distribution soon. We would suggest in view of its delicate and beautiful color, and good form and size, that you call it "Pride of Georgia," as it is certainly a fruit, and new production, which you and your state may well be proud of. Awaiting your further favor with reference to developments in due course, we beg to remain,

Very truly yours,

GALVESTON NURSERY & ORCHARD CO.

FRED W. MALLY, Manager.

THE HORTICULTURAL GLEANER, AUSTIN, TEXAS, Aug. 1st 1898.

Messrs. B. W. Stone & Co., of Thomasville, Ga., sent us a pear by mail, and wrote us regarding it, but unfortunately the letter was carried away by the wind, so we cannot refer to it. The pear did not blow away. It was picked on the 12th of July, wrapped in an old paper and stuffed into a quart berry-box and mailed, with the paper around it; it filled the box and reached us in perfect condition. It is a large handsome pear. We wished to see how long it would keep. We cut it today, August 1st. There was not a single discoloration upon it, but it was very mellow, and when cut proved to be over-ripe and mealy, but it had not decayed. We showed it to Mr. E. W. Kirkpatrick, of McKinney, who admired it very much and remarked, "That is the parentage from which we must expect our successful pears." We believe that Messrs. Stone & Co. have not named the pear yet.

Ex.

PARRY, NEW JERSEY, Aug. 3rd, 1898.

*B. W. Stone, Thomasville, Ga.*

DEAR SIR:—The pear you so kindly sent us was received July 15 in good condition, most too hard to sample. It measured 10 inches around from stem to blossom end, and 9 $\frac{1}{2}$  inches crossways. Skin smooth and of a beautiful creamy color. Flesh smooth, buttery, juicy and good quality. It shows evidence of oriental origin. If vigorous, productive, free from blight, blossoming later and ripening earlier than LeConte, as you claim, it should be valuable. If it originated with you I think "Stone" would be an appropriate name. Would like some of the trees as soon as put on the market.

Respectfully,

JOHN R. PARRY.

GEOGETOWN, TEXAS, August 27, 1898.

*Mr. B. W. Stone, Thomasville, Ga.*

DEAR SIR:—I have neglected to answer you in regard to the pear sent me. It was a beauty and was larger than the Smith's Hybrid. It is unlike anything that I have seen. It was quite green when sent, and I would have kept it longer, but wanted Professor J. H. Connell to test it. It has a peculiar flavor of its own—flavor similar to Vicar Wakefield. I consider it a valuable pear.

Truly Yours,

J. M. SHELL.

POMONA, N. C., June 18, 1901

*Messrs. B. W. Stone & Co., Thomasville, Ga.*

DEAR SIR:—We are in receipt of yours of the 12th and note same, also received the sample of the pear.

We believe from what we know of it, that it is a good pear, certainly the best of the Oriental Crosses in flavor. As to the habits and growth of the tree we, of course, know nothing about.

Yours truly,

J. VAN LINDLEY NURSERY CO.,  
By Boren.

## Absolutely No Agents.

**BUSINESS MAN**, do you need trees—A-No. 1 trees, carefully grown? Then order direct from headquarters and pocket the fruit-tree agent's profit. Read the letters from our customers. They are men of experience with our trees and dealings and know where to get full value for money sent. Now, we earnestly ask you to give us a trial. We support no middle man. We have our trees true to name, and you can find us, for we have a regular place of business, and have a reputation to maintain.

**Why Patronize Agents?**  
**Be Your Own Agent.**

### REFERENCES.

Citizens Banking and Trust Company, Thomasville, Ga.  
Bank of Thomasville, Thomasville, Ga.  
Postmaster, Thomasville, Ga.

**And Our Customers Everywhere.**

**The Man Who Gets to the Field First with the Greatest Number of STONE Pears Will Win the Purse.**

## INTRODUCTION.

In presenting herewith our Annual Price List of Pear, Plum, Peach and other fruit trees, we would say to our customers that we expect to maintain our reputation; and to our prospective customers we would say, give us a trial order and we will convince you that our trees are unequalled in every particular. Give headquarters a trial and quit agents.

## ANNOUNCEMENT.

Customers, regular and prospective, we offer you this season a stocky lot of trees. Experience of our customers teaches us that a one-year old, three to five foot tree is best. It is well shaped, roots less mutilated, more easily handled, and lives better.

## WRITE US.

When you receive your trees we want you to write us. When the trees grow we want you to write us. When the trees bear we want you to write us. If any disease or insect appears, we want you to write us, so we can aid you. We take all the leading agricultural and horticultural papers, and keep abreast with progressive horticulture. We study horticulture, we delight in horticultural works and love to correspond with our customers on horticultural subjects.

## NATURAL ADVANTAGES.

The natural advantages of our soil, climate and location give us facilities for supplying trees of the finest quality at the lowest prices. Hence the secret by which we give our customers entire satisfaction.

## GUARANTEE.

We guarantee trees to be pure and true to name to customers who buy direct from us; to be grown, dug, packed and delivered to common carriers in first-class order. Not liable for damages to exceed the original cost.

We make no charges for packing or drayage or boxes, as other nurseries do.  
**TERMS—Cash with Order.** “Owe no man anything, that we may remain friends.”

**C. O. D.—**Parties who prefer to pay on delivery of goods can avail themselves of that privilege by sending one-half cash with order and paying the balance collect on delivery, the charges for collecting and returning money to be paid by the purchaser.

**Remittances.**—By P. O. Money Order, Express or Express Money Order, or N. Y. Exchange. No private checks accepted.

**Shipping Season.**—From November 1st to March 10th.

**Club Orders.**—Many responsible persons get up club orders in their own communities and send in to secure club rates. Such trade is respectfully solicited. Club rates will be given on application.

**Substitution.**—We make no substitutions. We let the other nurseries do that. We write, as well as we know, a true and honest account of each variety of fruit, and each planter is able to make his own selection.

**Our Catalogue** gives accounts of varieties of fruits honestly and truly without exaggerated statements and misrepresentations. We believe that a legitimate and good business can be conducted by giving facts truly. We know a much larger business could be easily carried on by giving all the good points and none of the bad. Reader, we give both sides that you may better be able to judge.

**Early Orders** are filled before the list of varieties is broken. So send in your orders early, get your trees planted, and they will make a better growth than late planted trees.

## PEARS.

### FRENCH OR JAPAN STOCK—WHICH?

French stocks are more plentiful and are cheaper, hence are used extensively by nurserymen. We are strong advocates of Japan stock, because they make better trees and are decidedly more satisfactory.

GALVESTON, TEXAS.

**DEAR SIR:**—

You can put me down as utterly opposed to any French stock for LeConte, Garber or Kieffer. They generally sucker very badly and nearly always make an uneven union when grafted. The growth of French stock is not near so vigorous as on their own roots. My old orchard is a living example—about 300 trees on French stock. Many have died and others sick.

Truly,                            H. M. STRINGFELLOW,  
Ex-President of Texas State Horticultural Society.

The pears for the Gulf Coast region are those of the Japan strain. We have planted cuttings of hardy Japan pear trees, and they are so very hardy and vigorous that we use them as well as LeContes to graft the Kieffer, Garber and others on.

All pears offered are grown on thrifty LeConte and Japan stocks.

**LeConte.**—Is a thrifty tree, heavy bearer, fruit of variable quality, very large and showy, a good shipper, and so far has been the most profitable pear grown. Ripens in July.

**Kieffer.**—The Kieffer is a seedling of the China Sand pear, supposed to have been crossed with the Bartlett. The tree, with its thrift, hardiness, beauty, early bearing qualities, size of fruit, with excellent keeping and shipping qualities, has become the pear for profit. The fruit ripens in September and October and can be kept in a cool place till December. It comes in at a season when other fruit is scarce, and the large yellow pears with small black dots command good prices. Trees bear four years after setting and no tree bears more abundantly, unless it is the LeConte. Every year it gains favor. It is hardy, it is beautiful, and its regular annual abundant yield makes it everywhere popular.

**Garber.**—This pear is much like the Kieffer in every respect except that it bears earlier. It makes the connecting link between the LeConte and Kieffer. The Garber, as compared with LeConte, is a little later, better flavor, holds up better in shipping, resists blight much better, blooms out later, which enables it to escape more late spring frost and, like the Kieffer, has practically an unlimited area, doing well both North and South. The Garber does not make as large a tree as the LeConte, hence yields less, but just plant more trees to the acre. It gains in favor.

**Smith.**—The Smith is of the Oriental strain, the same as the Garber, Kieffer and LeConte, but generally bears earlier.

**Magnolia.**—A valuable new Japan seedling. It is a small, stocky tree, with large, thick, deep green leaves. It leafs out and blooms too late to ever be caught by frost. Bears when very young, two or three years after planting. The fruit is very large, dark reddish-brown. The flesh is white, tender, crisp and sweet. Very little core and no coarse grains near the core. The Magnolia is the best for home eating and use of all the pears known for Southern planters. It ripens late. Generally later than Kieffer.

Plant early pears to ship.

Plant Magnolia to EAT.

Plant Stone Pear, the earliest and most PROFITABLE pear grown.

Plant Magnolia, the latest and best EATING pear grown.

### OTHER PEARS.

We furnish the following pears—**Bartlett** and **Koonce**.  
**Sand Pear**—All sold.

## JAPAN PLUMS.

Japan Plums are one of the most promising fruits for Southern fruit culture. The fruit is mostly large, flesh firm and of excellent quality, and with small pit. The fruit keeps and ships well, and would make good canned fruit, but their quality has so far prevented them from reaching the can.

Our list gives a succession from the earliest to the latest. They are fine keepers and can be shipped to any part of the United States. Have been shipped to Paris and remained in good condition 9 days after arrival. This season we kept one on our mantle 25 days after ready to ship.

From the best known and most promising varieties of Japan Plums we select those that are destined by all known facts to prove the most profitable commercially. We arrange them in order of ripening.

**Excelsior**—The earliest of early plums. Seedling of Kelsey crossed with Chickasaw. Fruit large and nearly round. Color, solid wine red; quality fine. An abundant, reliable yielder.

**Red Nagate**.—(Red June.) Fruit medium size, elongated and conical, with well marked suture; skin deep red-purple; flesh very firm; cling; very early, productive, handsome and good. Ripens here this season the last of May.

**Abundance**.—(Yellow-Fleshed Botan.) Large in size, varying from nearly spherical to distinctly sharp pointed. Ground color, rich yellow, overlaid on sunny side with dots and splotches of red and sometimes nearly red. Flesh deep yellow, juicy and sweet, of good quality; cling. A strong upright grower; has a tendency to overbear. Ripens about June 10th here, which is also at a season to get good prices in markets.

**Gonzales**.—Of Texas origin. Color, a brilliant red. Fruit as large as Abundance. One of the most prolific plums ever introduced and one of the most reliable.

**Burbank**.—Of the many varieties introduced from Japan, the Burbank is the most promising, its flavor being the best. The tree is universally vigorous, with strong limbs. Commences to bear usually at two years of age. The skin is thick and is almost curculio proof, and is an admirable shipping variety. Ripens from 20th to last of June.

**Wickson**.—Originated by the great plum originator, Mr. Luther Burbank, of California. It is a cross between the Kelsey and Burbank. He says: "Of the many thousand plums which I have fruited, this one, so far stands pre-eminent in its rare combination of good qualities." It ripens just after the Burbank. The original tree sold for \$2,500.00.

**Satsuma**.—(Or Blood Plum.) The tree is a fine, strong grower. The fruit took the premium over other Japan Plums at the Texas State Horticultural Society. At the Georgia Horticultural Society fine specimens were exhibited. But here, and in every section where there was a rainy season at maturing time, it was a complete failure, (rotted). It is a fine plum for sections that have dry weather at maturing time.

**Bailey**.—Large, nearly globular. Ground color, rich orange, overspread with light and bright cherry red, flesh thick and melting, yellow, of excellent quality; cling.

**Kelsey**.—This plum is from two to two and one-half inches in diameter; flesh a rich yellow with a purple cheek. It is a most magnificent plum. It is excellent for canning and drying, and it ships a long distance well. Ripens August and September. The objections to the Kelsey are: It often blooms too early and it rots badly in wet seasons, just like the Satsuma, and is a favorite of the curculio. The latest to ripen of any Japan Plums yet introduced.

### OTHER PLUMS.

**Simoni.**—(Chinese Apricot Plum.) This tree is an erect, compact grower; leaves long and narrow; fruit flat and combines many flavors. Not recommended for commercial orchards.

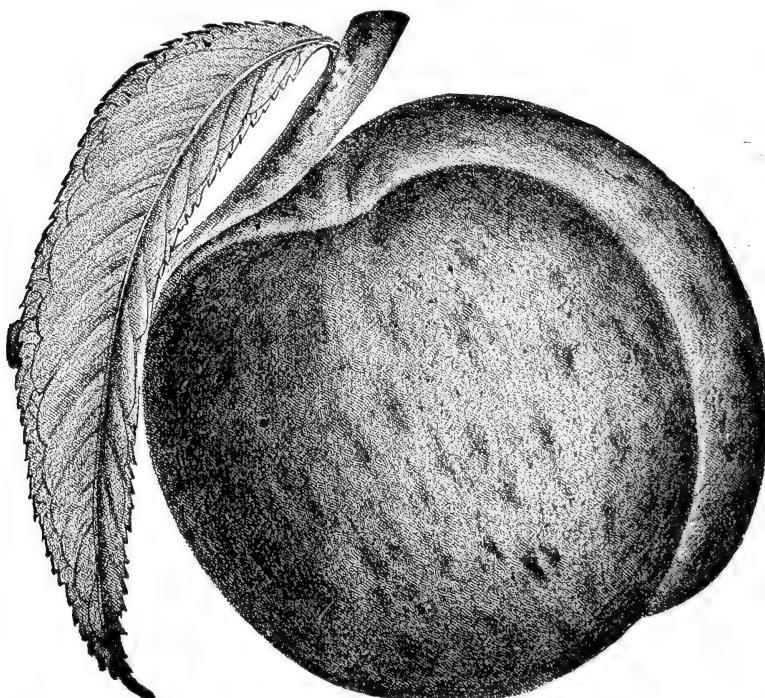
**Pissardii.**—(Persian Purple-Leaved Plum.) Decidedly very ornamental. The whole tree is purple—leaf, bark, juice, bloom, fruit. Ripens first of June.

**Wild Goose.**—The well-known, popular Wild Goose cannot be left out. Fruit somewhat oblong, bright vermillion red, showy, sweet. Ripens in June.

**Marianna.**—The special merit of the Marianna is in its unsurpassed qualities as a stock.

**Best Varieties.**—The one best variety for commercial orchards is Abundance. The two best are Abundance and Burbank. The three best are Abundance, Burbank and Gonzales. The four best are the above and Wickson.

### PEACHES.



CARMAN.

We offer to our customers a few standard varieties of peaches in *order of ripening*. We have selected such varieties as have been thoroughly tested, and those, taking everything into consideration, that have given the best annual satisfaction.

**Alexander.**—(Persian.) Fruit large and early. May.

**Sneed.**—Ripens with Alexander, but is a finer peach in every way. Seedling of Chinese cling.

**Greensboro.**—(Per.) A new variety extensively grown in North Carolina. Said to be earlier than Alexander. Flesh white, juicy, excellent quality; free.

**Hiley.**—(Early Belle.) Large, white, with crimson cheeks of high color; quality good; freestone. A good shipper. Highly recommended.

**Carman.**—(N. C.) Origin in Texas; large, resembles Elberta; skin pale yellow, fine flavored; free stone. Prolific and a fine market variety.

**Crawford's Early.**—(N. Chinese.) Large, yellow, first of July.

**Belle of Georgia.**—Very large; skin white with red cheek; flesh white and firm; tree a rapid grower and very prolific; seedling of Chinese cling. Ripens July 1st to 15th.

**Chinese Cling.**—(N. C.) Very large, globular; flesh white, red at the stone. Shy bearer. "The mother peach."

**Gen. Lee.**—(N. Chinese.) Quality best, cling stone, 1st of July.

**Elberta.**—(N. Chinese.) Best market peach in Georgia; middle of July.

**Thurber.**—(N. Chinese.) Flesh juicy, free stone, last of July.

**Lemon Cling.**—(Per.) Large, oblong, yellow. A heavy bearer. Last of July.

**Heath Cling.**—(Per.) White flesh, fine quality; a heavy bearer. August 20.

**Stinson's October.**—Large, white with red cheek. An excellent very late peach. Of Mississippi origin. Middle of October.

**Gordon.**—Origin, Middle Georgia. The finest late peach. Prolific and a most excellent keeper.

**Ever Bearing.**—An excellent peach for family use. Free stone. Commences to bear about July 1st and continues for two months.

## APPLES.

We offer the following standard varieties of apples in *order of ripening*:

**Red Astrachan.**—Red with yellow flesh, juicy, crisp, acid.

**Red June.**—Medium, conical, deep red, and very productive.

**Horse.**—Large green, acid, a popular apple.

**Carter's Blue.**—Very large, dull brown red. Ripens in September; a very desirable fruit.

**Equinetelee.**—Very large, oblate, yellow with bright red cheeks and crimson stripes. Ripens last of September.

**Fall Pippin.**—Large, green, sub-acid, quality best. September.

**Ben Davis.**—Medium, oblate, greenish yellow with red cheek. Keeps well.

**Shockley.**—Medium, conical, yellow with bright crimson cheek, firm, sweet, or sub-acid, exceedingly productive. Ripens in October.

## NUT TREES.

**Japan Walnut.**—A tree both for utility and beauty. Bears early, is prolific. The nut is medium in thickness of shell, is smaller than the black whlnut. No tree is more beautifully branched. The leaves are very large and green. The bark is whitish.

## MULBERRIES.

**Hick's Ever Bearing.**—None better. It is very valuable for poultry, hogs and for birds, to keep them off of the other fruit. By all means plant some trees.

**Downing.**—A popular variety of stocky growth.

## GRAPES.

In order to be better able to supply our customers, we have selected a few standard varieties of the very best grapes. We have culled the lengthy list of grapes and offer for sale only a few of the best, such as we can recommend.

**Concord.**—Large, blue-black bunch; quality good; very prolific and vigorous grower. One of the most reliable grapes for general cultivation.

**Delaware.**—Standard of excellence, light red, vine healthy. Unsurpassed for table and white wine.

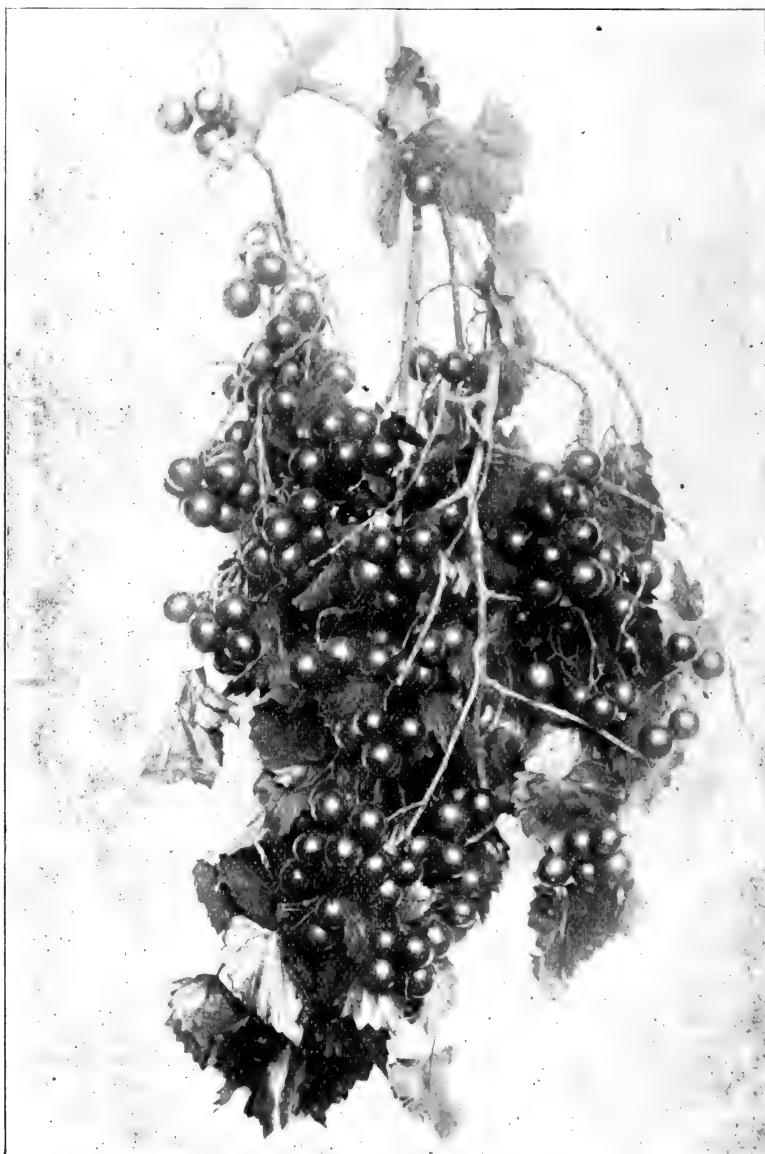
**Ives.**—Large and blue, vigorous grower and prolific bearer. Ripens end of June, and is a profitable wine grape.

**Niagara.**—Bunch and berry large, greenish-yellow. Its fine size and appearance has made it popular. It is vigorous and prolific.

**Scuppernong.**—Absolutely free from all diseases. Muscadine type. Fine for family use and wine.

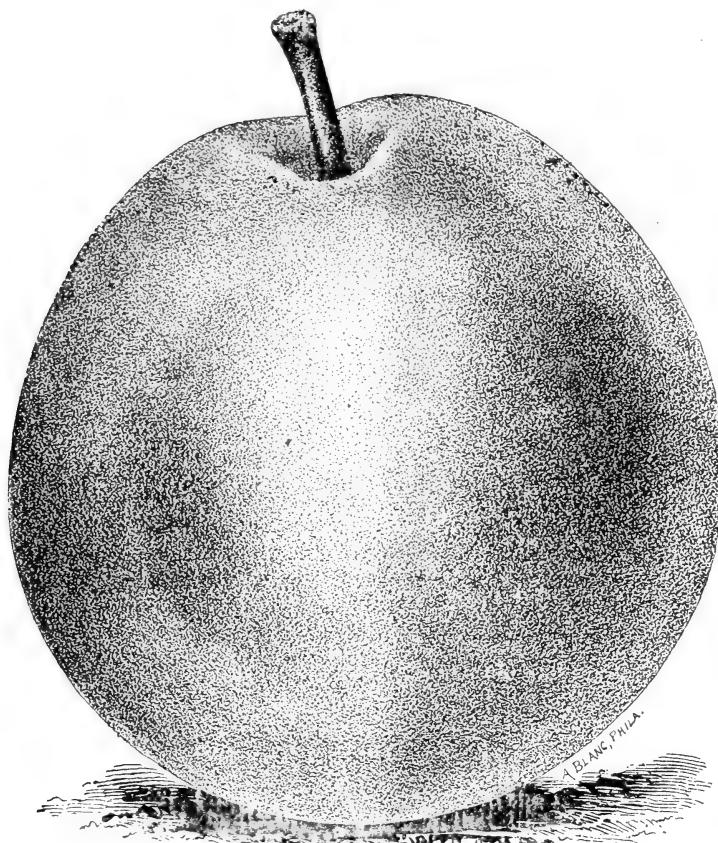
## FIGS.

**Celeste.**—The best variety grown in the South. Generally known as the sugar fig. Small fruit, but sweet.



"THOMAS."

We have found a superior strain in the Thomas Grape. It is just simply all that could be desired in an early scuppernong grape. Two weeks earlier than regular scuppernong. Very large size; eight to ten in bunch. Color—reddish purple; pulp sweet, tender, sprightly. Stocky strong vines. Will bear in four years. 25 cents each.



MAGNOLIA PEAR.

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## "Stone Pays the Freight."

Freight paid on all orders amounting to \$10.00 or more at Catalogue prices if they wish 100 pounds or more to the following states: North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas.

Orders of less than 100 pounds, or less than \$10.00, will be shipped by express, of which we only pay one-half ( $\frac{1}{2}$ .) The customer pays the expressage on bundle of trees, takes a receipt from express agent and returns same to us. We then return one-half the receipted amount.

We will have to get through rates, which often takes several days, so we ask the co-operation of our customers in this matter in order to facilitate matters. If you are thinking of ordering trees, write us to that effect, and we will apply for rates at once and get them by arrival of order.

**PRICE LIST—1904-1905****FREIGHT PAID OR ONE-HALF EXPRESS**

This list abrogates all previous Price Lists. Five at ten rates, fifty at one hundred rates.

	<b>EACH</b>	<b>10</b>	<b>100</b>
<b>APPLES—</b>			
Red Astrichan, Horse, Red June, Carter's Blue, Equinetele, Fall Pippin, Ben Davis and Shockley-----	\$0 12	\$1 00	\$9 00
<b>GRAPES—</b>			
Delaware, Niagara, Concord, Ives -----	10	80	5 00
Scuppernongs -----	15	1 50	12 00
Thomas -----	25	-----	-----
<b>PEACHES—</b>			
Sneed, Alexander, Crawford's Early, Belle, Chinese Cling, Gen. Lee, Thurber, Greensboro, Lemon Cling, Heath Cling, Stinson's October, and Elberta-----	10	90	8 00
Hiley, Carman, Everbearing and Gordon-----	20	1 50	12 00
<b>PEARS—</b>			
Stone, thrifty one-year trees (all sold)-----	25	2 00	16 00
Kieffer and LeContes, one year medium, 3-4 ft.-----	10	80	6 00
“ “ “ one year standard, 4-5 ft.-----	12	1 00	7 00
“ “ “ one year extra large, 5-7 ft.-----	15	1 20	9 00
Garber, Smith, one year, 3-4 ft.-----	12	1 00	8 00
“ “ “ one year, 4-6 ft.-----	15	1 25	10 00
Magnolia, one year-----	20	2 00	15 00
Bartlett and Koonce, 4-7 ft.-----	15	1 30	12 00
<b>MULBERRIES—</b>			
Hicks' Everbearing, 3-4 ft.-----	8	80	7 00
“ “ 4-6 ft.-----	10	1 00	8 00
Downing, one year-----	15	1 20	10 00
<b>JAPAN PLUMS—</b>			
Red Nagate, Abundance, Burbank, Satsuma, Bailey, Kelsey, Wickson, Gonzales, Excelsior, one year 3-4 ft.-----	8	70	6 50
One year, 4-6 ft.-----	10	90	8 00
Pissardii, Wild Goose, Simoni, one year-----	15	1 20	10 00
<b>FIGS—</b>			
Celeste, one year, 2-3 ft.-----	15	1 25	10 00
<b>NUT TREES—</b>			
Japan Walnuts-----	20	2 00	18 00
Pecans, Texas, one year-----	10	1 00	6 00
“ Budded and Grafted, 1-2 feet-----	75	7 00	60 00
“ “ “ “ 2-3 feet-----	1 00	9 00	80 00
“ “ “ “ 3-4 feet-----	1 15	10 00	90 00
“ “ “ “ 4-5 feet-----	1 25	11 00	100 00
“ “ “ “ 5-7 feet, 2 year-----	1 50	12 50	120 00

## GUIDE TO FRUIT CULTURE. GIVING THE LATEST INFORMATION KNOWN.

Thomasville, the home and headquarters of the LeConte, has all the old trees, except the original tree, and one of these old trees, now thirty-two years old, is the picture of health and beauty. Its largest yield was sixty bushels marketed besides the culs. We have photo of this tree. It measures forty-three feet across its boughs and seventeen inches in diameter at the trunk, the largest pear tree in South Georgia. The above is given simply to show what they can do.

### **The LeConte Pear—Its History.**

The original LeConte pear tree was bought in 1850, under the name of Chinese Sand Pear, from some nurseryman in Philadelphia, by John LeConte, of that city, and presented to his niece, Mrs. J. M. B Harden, of Liberty county, where it was planted. The tree is now vigorous and healthy, has never blighted nor been injured by any disease, and is a regular annual bearer. As much as forty bushels of fruit has been gathered from the tree in a season. In 1869 cuttings were taken from this tree to Thomas county, Ga., a few of which grew and are now thirty-four years old. These trees are in perfectly healthy condition and of a size that would surprise any one having no knowledge of the luxuriant growth of the LeConte.

### **Pears for Profit.**

But little investigation is required in order to learn that a pear that will SELL WELL is not necessarily a pear of fine eating qualities. The best market fruit is the one which presents the best appearance on the market.

The flavor of the LeConte is of variable quality, being classed by some as excellent. The flavor of the Kieffer ranges wider than that of the LeConte—from best to worse—according to taste and condition of fruit when eaten. Let the flavor of the two pears be what they may, it is nevertheless a settled fact that they are sure and fast selling, profitable pears.

### **Orchard Reports—Leconte Pears.**

One grower here with an orchard of five acres, 250 trees, gathered 180 barrels and received on an average, net, \$4.50 per barrel, or the sum of \$162 per acre.

Another grower here, the best yield we had this season, showed me the checks net of \$145.41 for LeConte Pears off his pet one-quarter of an acre. Can prove the above or give 1,000 trees if we fail.

Thomasville alone this season shipped 4100 barrels of LeContes to say nothing of Kieffers. The net price was \$2.50 on an average. It is the smoothest cold cash received of all products from this section. Our people continue to plant them.

### **Care of Trees on Arrival.**

Trench the trees in moist soil thinly, leaning toward the south. If the roots are dry or the branches are at all shriveled, dig a trench, untie the trees and place them in it, work in fine soil among the roots, saturate with water and throw on more soil. If trenched as above described they will become plump in a day or two and can remain in the trench till the ground is ready for planting, but the sooner planted the better, for the trees will commence forming new rootlets. Keep the roots from the sun, wind and frost. Bury in moist ground as soon as possible.

## LOCALITIES AND SOILS.

The locality which is best suited to the LeConte is the belt of country lying between the apple and citrus belts, or practically the Gulf Coast States. The most successful commercial orchards are within one hundred miles of the Atlantic and Gulf coasts. The Kieffer and Garber practically have an unlimited territory. They thrive well both north and south.

An orchard that is expected to bear fruit for twenty or more years must have a strong subsoil, and if it has not enough top soil, then one must be made by planting renovating crops and plowing them under. Rye for a winter crop, and clover, peas, beggar weeds, and weeds for summer crops. Some horticultural writer once wrote, "never plant a pear tree over a tile drain." This was written to impress forcibly the great importance of well drained land for pear trees. For the MOST SUCCESSFUL commercial orchard the land must be well drained, or made so by drainage; must have a fertile soil with a strong clay subsoil from four to six inches below the top soil. Rolling land is preferable. Where the land is level always make large beds the width of the intended pear rows. This can be accomplished by three plowings with turn plow, bedding the same way each time. This plan is especially desirable for peaches and plums on level land. Try it for your own satisfaction.

## TIME OF PLANTING.

In this climate vegetation, although inactive in winter for the formation of leaves and new wood, is never so as to new roots. Consequently, trees planted in November and December will gain one-half a year's growth over trees planted later. By all means plant before March if you can, but plant first of March rather than wait till next fall.

## PREPARATIONS OF THE SOIL.

Before planting it is best to grow peas, clover or some other renovating crop, turn under in the fall with a two-horse plow, and subsoil the ground. If not prepared as above, lay off rows and dig holes two feet deep and two feet wide, throwing in a little top soil.

## PLANTING AND PRUNING THE TREES.

Plant tree in prepared hole the same depth it grew in the nursery. With a sharp knife cut off every broken and bruised root, letting the cut be on the under side. It is not necessary to use water in planting, but put moist soil next to roots. Have the hole a little higher in the center and place the trees on top of the crown, allowing all the roots to incline downward and not overlap each other. Fill up the hole so when settled it will be level. Remember the trees grew in firm soil, so be sure and pack the soil as firmly as you can, not to bruise the roots. Not so necessary in fall planting, but tight packing is the salvation of spring planted trees.

After single stem, one-year trees are planted as above, get a stick and measure off the height you want the trees, say twenty, twenty-four or thirty inches, and cut off every tree by that measure, leaving all the same height. After planting branched trees remove the badly bruised and split limbs, should there be any, and cut off all remaining to six or ten inches from body.

**DISTANCE FOR PLANTING.**

LeConte-----	30x30 each way.
Kieffers-----	25x25 each way.
Other varieties-----	20x20 each way.
Plums and Peaches-----	15x15 each way.
Grapes-----	8x10 each way.
Pecans-----	50x50 each way.

**PRUNING GRAPES.**

Shorten the roots at time of planting to four or five inches, and the tops to only three buds; set in the ground, leaving two buds above the surface, but permit only one to grow. The second year cut this with care back to four buds, and again permit only one to grow. The third year cut back to three feet and train to a stalk or trellis, leaving three or four branches to grow at the top. Leave a little more wood each year. The scuppernongs need no pruning. Train them on an arbor.

**Pruning Plums and Peaches For Planting.**

Remove every branch and cut the top back to the desired height, from fourteen to thirty inches. When the buds begin to grow, rub off and keep rubbed off all but three to five at the top.

**Root Pruning When Planting.**

Much has been written in agricultural papers of late about pruning the roots to mere stubs when planting. We have tried it for several years and are so well satisfied with short-rooting that now we do not plant any tree without pruning the roots to one inch for small trees, and two to two and one-half for large trees. The advantages are: *First*—It is cheaper and quicker. *Second*—The roots will not get crooked and break in planting and packing. *Third*—On an average they live better and make a more satisfactory growth at first and finally. Care must be taken to prune just before planting, and keep from WIND, FROST AND SNOW. The earth must be made very firm around them. If it is late spring and dry weather is expected, it is best to leave the roots longer than above mentioned. Our customers have tried short-root pruning in Texas, Louisiana, Mississippi, Alabama, Georgia, Florida, etc., and all give satisfactory results. We often close-root prune a few trees in order just to show how it is done; will always do so if requested.

Let us give below a practical result on a large scale of short-root pruning. This was practiced on Mr. Hale's orchard at Ft. Valley, Ga., six years ago this fall. Small June budded trees, cut back to twelve inches in height, and the roots all pruned off to stubs about one inch in length, were planted with spades, the latter being thrust deeply into the ground and pressed forward so that the trees could be inserted in the ground back of the spades, which were then withdrawn, and the earth made firm with the feet about the little trees. Probably such a system of root pruning and planting was never before practiced, except on very small scale. It certainly made very quick work at small cost. Less than one-half of one per cent. failed to grow. I was more than satisfied with this method of planing and its results. After planting, a mixture of cotton seed meal and cotton-hull ashes was scattered in a circle of three feet around the trees. When the planting was all done, a light furrow was thrown toward the trees from each side; following this was the ordinary plowing, followed by a subsoil plow for three furrows around each row of trees. The rest of the ground was mostly plowed with Clark's revolving plow, or else cut up with the cutaway harrow.”—Ex.

**Spring and Summer Pruning.**

When the young trees bud out in the spring and the sprouts are about two or three inches long, rub off all but three to five at the top, leaving these to grow and form the head of the tree. On older trees thrifty sprouts sometimes grow out from the body or large limbs and grow very rapidly. These are called "water sprouts." The PROPER time to remove water sprouts is when the growth first comes to a stand-still, before they begin to harden and thicken up. If removed at this stage new sprouts will seldom appear afterwards. The most PRACTICAL, and probably the best time to remove the sprouts, is when you have time and a knife.

**PRUNING AT THE END OF ONE YEAR.**

The three to five sprouts left on the top of the tree in the spring will have made a growth of from two to six feet. If any of these limbs have grown so as to lap over any other limbs, they should be cut off close to the body, then cut off all the limbs, leaving them about one foot long, care being taken so that the top bud will be left on the outside. This pruning should be done generally in December or January, but can be done any time after the leaves shed and before the buds start in the spring.

**PRUNING AT THE END OF TWO YEARS.**

Each limb that you left cut off last winter will have put out from one to three branches. They should be cut off close, leaving one or two on the outer side to spread the tree. Those left should be cut off a foot or little over, according to the vigor of the tree. The trunk and larger limbs must be kept clear of all shoots by rubbing them off as soon as possible. The attention required after this will be to maintain a uniform growth among the branches, remembering the object in pruning is to obtain a low, well balanced tree with limbs well distributed.

**PRUNING BEARING PEAR ORCHARDS.**

Any time after the fruit is gathered until just before the buds begin to swell in the spring is the time to prune it. Remove all of the tall, slender branches; also all close crowded limbs. If the tree appears to lack in vigor, shorten in a sufficient number of the branches. If the limbs get old, rough, blighted and unhealthy, cut them out and let new ones come in their places. This plan is practicing the renewal system.

One way to prune a pear tree is to head it low and make it spread out as much as possible for the first three years and then let it alone. The first good crop will bend the long limbs down and leave a nicer spreading tree than could have been obtained by pruning. Try it. Be sure to cut out the center trunk.

A plan practiced by one of the most successful pear growers in Georgia is to cut the trees off low down to fifteen inches, when planted, and never prune them again. We know it to be a good plan when trees are well cultivated and center trunk kept out.

**PRUNING PEACHES AND PLUMS.**

Read "PRUNING AT THE END OF ONE YEAR," which applies to peaches and plums. The pruning at the end of the second year would simply consist in removing any weak limbs, caused by being too thick or too much shaded, and shortening in the branches to make a low, spreading tree. It is a good plan to get the plum trees to grow as large as you can by the second year, and then not take off a single limb or even a bud. A plum tree can easily be made to shed all of its fruit by pruning. After a plum tree gets large enough to bear, don't touch it with a knife or pruning shears. After it gets a good crop of fruit on and is nearly half grown, you can cut off any straggling limbs that may occur. If the trees set too full, which the Japan plums often do, don't fail to thin the fruit, leaving them not closer than two or three inches apart.

**CULTIVATION AND FERTILIZING FOR PEAR ORCHARDS.**

The object of cultivation is to produce a large, healthy tree. This is accomplished by stirring the soil from three to five inches deep, at least three feet all the way around the tree, early in the season, keeping the ground mellow throughout the entire growing period, which is for young trees till about August, and for the older trees July 4th. After every rain stir the soil and do not allow a hard crust to form, or the grass to grow. For a young orchard *frequent cultivation* is the best fertilizer. One pound of cotton seed meal to the tree, with one pound of bone meal added, is what is needed by trees not old enough to bear. Most any of the brands of fertilizers will be utilized advantageously by the trees. If the land is fresh, it then contains vegetable mould—nitrogenous material—and the cotton-seed meal is not necessary. Lands that will produce one-half bale of cotton per acre generally will not require fertilizing till the trees begin to bear. Old land that has become heavy and close, caused by the absence of vegetable matter, must have renovating crops grown upon it, and *allowed to remain*, such as clover, peas and even grass and weeds.

For bearing orchards apply in December from one to three hundred pounds of sulphate of potash and one to three hundred pounds of bone phosphate, or their equivalents, broadcast, and turn under by plowing three to four inches deep. If the land is in a rough condition, harrow it well; best done with a cutaway harrow. This harrowing should be done early enough to not stimulate early blooming; would say not later than January 20. Do not plow any more till the fruit is set—about  $\frac{1}{4}$  inch in diameter—then harrow with Acme or other tool, not plowing over two inches deep. Cultivate shallow once every ten days, or as often as necessary to keep the weeds down and the crust broken, till the fruit is at least two-thirds grown. With the exception of hay and grains, most any crop can be grown between the rows of young orchard trees. Truck farming is best, then comes potatoes, cotton, corn, etc., in order named. But few orchards, after they begin to bear, require additional nitrogenous fertilizers other than what they derive from the annual vegetable growth.

**COW PEAS AND PEARS.**

Never plant peas, velvet beans, pinders, clover, beggar weeds nor any other leguminous crops in a bearing pear orchard. They take away potash and phosphoric acid and add nitrogen. The reverse is what is wanted. Robbing them of potash and acid and adding nitrogen will cause them to blight to destruction.

## CULTIVATION AND FERTILIZERS FOR PEACHES AND PLUMS.

Good, healthy, stocky growth, with dark, rich leaves till end of season is the object of cultivation and fertilizing. Soon after the growth starts, start your plows. Cutaway harrows running both ways are the best plows. This does the work well and greatly reduces the hoeing. Continue till mid-summer and then plant peas broadcast or in drills. If in drills give them two workings. If some of the trees are small, or the growth is too short and the leaves a little yellow, apply bone meal and cotton seed hull ashes, one pound of each scattered around under the boughs of the trees ahead of the plowing. These fertilizers are recommended because they are more lasting and better suited to fruit trees. Potash and phosphoric acid are what is wanted by the trees. If above fertilizers are not convenient, use any good brand having a large per cent. of potash and phosphoric acid.

## MARKETING PEARS

**WHEN TO GATHER.**—When the fruit is just grown is the time to gather for distant markets. To learn of keeping qualities and what sizes will do, gather at different stages of growth and place in a box or drawer and take a few object lessons for yourself.

**HOW TO GATHER.**—Use common sacks about one foot deep, so the picker can put in the sack without allowing to fall against others and bruise. Pick nothing but smooth, well-shaped, uniform pears. After the bottom layers are arranged in the barrel, the shallow sacks full of pears can be lowered in the barrel and emptied without bruising the fruit. Use step-ladders for high pears. Pear pickers are paid generally 10 cents per barrel.

**First**—Ship hand-picked, sound fruit; no drops. If too fully matured don't ship, they will rot.

**Second**—Separate the primes from the inferior; pack in separate packages and mark each grade, No. 1 and 2.

**Third**—Pack tightly and solidly to prevent rolling around; rolling bruises and rots them.

**Fourth**—The appearance is improved if each pear is wrapped in paper; it keeps them bright and prevents bruising and scarifying, still this is not absolutely necessary.

**Fifth**—Avoid rough, heavy crates with unplanned wood, they should be smooth and well ventilated.

**Sixth**—Ventilate barrels by cutting holes on sides.

**Seventh**—To pack in barrels, make a nice, close layer in the bottom of barrel by placing blossom end or sides of pears next to bottom of average pears, fill in the barrel gently, shake several times. Fill so as to get it as even on top as possible, and about one inch above top of barrel. With a good press, shove the head down to its regular place, then nail securely. They should be tight enough to mash the top layer, but when you do that it will save the other fruit.

**Eighth**—Grade pears into one and two grades, 1 and 2.

## INSECTS AND DISEASES.

We are ready to give full information of any insect or disease that your trees might become infested with. Write us describing the trouble.

## **ORDER SHEET FOR TREES.**

**B. W. STONE & CO.,**  
**THOMASVILLE, GA.**

## FORWARD TO

Name of Person \_\_\_\_\_ Enclosed is Cash - - \$ \_\_\_\_\_

Enclosed is Cash - - \$

Name of Post Office..... Enclosed is P. O. Order .....

Enclosed is P. O. Order

Name of County \_\_\_\_\_ Or send C. O. D. - - -

Or send C. O. D. - - -

Name of Express Office (If different from P. O.) - - - - - Enclosed is Draft - - -

Enclosed is Draft - -

Name of State \_\_\_\_\_ Date \_\_\_\_\_ 190\_\_\_\_\_

Date \_\_\_\_\_ 190-

**Please write below the names and addresses of a few buyers of trees.**

JOSEPH W. E.  
ANDREW FARNHILL

# BORE IN FOUR YEARS

A Budded Frotscher Pecan in this County has the following Record

5th year after planting,	7	lbs.
6th "	10½	"
7th "	13½	"
8th "	27	"
9th "	16	"
10th "	45	"
11th "	80	"

## A Practical Pecan Test

Seventeen Years Ago an Orchard was Set of LeContes and Kieffers, also Pecans by the Side

### PEARS BORE IN 6 YEARS.

### PECANS BORE IN 7 YEARS

The eleventh year the Pecans averaged 100 lbs. to the tree. The profit on the Pecans one year, the eleventh year, was greater than that of the pears for the whole eleven years.

### Pecan Trees All Lived.

LEON CO., TEXAS, Aug. 23, 1904.

Gentlemen:—The trees, all Pecans budded and grafted, bought from you last fall are all living and growing nicely, and are all any one could expect. The trees arrived promptly and the packing was *perfect*. I like your system splendidly—no agents. Agents are so prone to misrepresent to accomplish a sale; and in ordering direct I get just what I ordered or notified that it can't be filled.

Yours truly,

E. J. HALE.

DALLAS, CO., TEXAS, Aug. 19, 1904.

B. W. Stone & Co.

Dear Sirs:—I have ordered several thousand trees from you in the last 3 years. Most all of the trees lived and had a fine growth every year, and can say they live better and give better satisfaction than any other trees bought from other nurseries.

Yours truly,

C. W. ROTHROCK.



# A FEW TESTIMONIALS.

Read Them and Decide for Yourself.

**Customers of Last Season Pleased. Customers with Fine Growing Trees  
Better Pleased. Customers with Bearing Trees Best Pleased  
of all. "Once a Customer Always a Customer."**

## Texas.

San Antonio, Tex., Sept. 6th, 1904.

B. W. Stone & Co., Thomasville, Ga.

Your trees were entirely satisfactory, indeed we were delighted with them. You dealt fairly and squarely with us, and misrepresented nothing. Having been without rain since October, the trees were thoroughly watered at planting in January, but had no more till a good rain April 1st, then rain again 21st, very little since. Yet nearly all of your trees have lived. The Pecans grew very nicely soon after planting but owing to extreme dry weather they grew but little, though all are alive but one. We shall send another order in November or December.

Respectfully,

Mrs. Col. W. T. Mechling.

Waco, Tex., Aug. 20th, 1904.

After investigating and dealing with B. W. Stone & Co., I believe them to be one of the most reliable and found them to be one of the most liberal firms I ever dealt with. My order was for all pecans.

Dr. W. S. Starkey.

Kennedale, Tex., Aug. 20th, 1904.

Your trees are the best I ever bought and always reached me in good condition. Nothing I have bought yet has been misrepresented. The Elberta trees I got from you two years ago last spring are as large as any four year old trees in the county. They had some fine peaches on them as I ever saw. I want some trees this fall, don't know just how many. I think I will have a pretty good order.

Respectfully yours,

R. A. Smith.

Lewisville, Tex., Aug. 18th, 1904.

Getlemen: I was well pleased with the promptness with which you filled my bill for trees last season. Also with size of trees and count. They arrived in good condition, being well packed and I like dealing direct with a reliable firm in preference to ordering through agents. You may consider me a customer for the future.

Yours truly,

Jonathan Wood.

Seagoville, Tex., Aug. 20, 1904.

Gents: Your letter at hand and contents noted. I like your way of doing business direct with the people as it is a saving of money to your customers. Your pears have been a success in this country. The lot you shipped me last fall looks well, made good growth and I haven't lost one up to present date.

John M. Adkins.

## Louisiana.

Amite, La., Aug. 19th, 1904.

My trees gave perfect satisfaction and are doing very nicely at this time. Promptness, top of market, packing perfect and counting correct with extras. No agents system is the very best, as the buyer saves about one half, or gets twice as many trees from you for same money as he does from other concerns using agents.

S. W. Varnado.

Plaquemine, La., Aug. 22d, 1904.

As for promptness no one can do better than you. As for packing I don't think it could be better, and as for counting your customers always get more than they call for. I find this after several years dealing with you. And your system of no agents I find to be all right as it gives a chance of buying trees much cheaper and better.

Respectfully,

Ignace Tullier.

## South Carolina.

Irmo, S. C., Aug. 30th, 1904.

I have been buying trees from you for a number of years and have been highly pleased in every respect. Your trees have always been fully up to size as described in catalogue, of strong vitality so that I have not yet lost a single tree. Some of my pear trees have been in bearing a few years and the fruit commands the highest price of any brought to our local market. But the most wonderful thing about your trees is the remarkable low price at which you sell and the very liberal count. Your plan of selling direct to planters without the expensive system of selling through agents, makes it possible for you to put out such excellent trees at so low a price. No more agents for me.

Very respectfully,

J. E. Haltiwanger.

Greensea, S. C., Aug. 27th, 1904.

The trees bought of you are giving satisfaction. Out of the entire lot I did not lose but four. You may lose a few sales, but by advertising you will have the nursery business in a few years, as your way of handling trees is a big saving to the grower.

Yours truly,

D. F. McGougan.

Kershaw, S. C., Aug. 15th, 1904.

I find B. W. Stone & Co., reliable in every respect and prompt in their shipments and trees are all true to name and carefully packed and as cheap as any nursery in the south. Quality of trees all O. K.

Yours respectfully,

T. C. Stover.

Spartanburg, S. C., Aug. 22, 1904.

I think no agent system is good, it saves planters several times the price of trees. Japan Plums, I have twelve trees and there was fifty dollars worth of plums sold off them this year.

Yours truly,

C. G. Nanney.

Westminister, S. C., Aug. 17th, 1904.

I have been dealing with your firm for several years and it affords me pleasure to say your dealings have been prompt in making shipments of your nursery stock, your count has been very liberal and many complimentary trees have been sent in addition to the filling of all orders.

Very truly,

S. P. Stribling.

Chappells, S. C., Aug. 16th, 1904.

Gentlemen: It gives me a great deal of pleasure to recommend you and your way of doing business in selling direct to the user. I have always received fine trees from you in the past and expect to continue buying from you all. It affords me much pleasure to recommend you to all those who want nice trees true to label and cheap.

Yours respectfully,

G. B. Dominick.

## North Carolina.

Buck Shoal, N. C., Aug. 10th, 1904.

Dears Sirs: I am delighted with the Kieffer and Stone pears I bought of you two years ago last fall. They are fifteen feet high and three inches in diameter. They are the admiration of all who see them. They had some sample pears on them this season. I can cheerfully recommend B. W. Stone & Co., as being worthy the patronage of all who may wish to purchase nursery stock without agents. As for counting, packing, promptness and satisfaction in general they have no equal.

Very respectfully yours,

J. M. Casey.

Lattimore, N. C., Aug. 18th, 1904.

Dear Sir: I take pleasure in complimenting you by saying the lot of trees I ordered from you last season was more than we expected in size and thirth. The parties were all well pleased. Success to you in your business.

J. H. Jones.

## Arkansas.

Ark., Sept. 13th, 1904.

Gentlemen: I purchased of you \$31.00 worth of trees last season, which reached me in fine shape. Your promptness, packing and counting and general way of doing business is all that any fair-minded man could ask for. My trees did not only give good satisfaction on arrival, but am glad to say that I am very much pleased with them at this writing. I only lost one tree out of the \$31.00 worth. If it's the real truth that you want, I will say that I am just delighted with your system, "No Agents." While I have worked at a nursery and canvassed for the sale of nursery stock for three years I believe that I am in a position to say that your way of doing business can be strictly relied upon. I am VERY much interested in you, and like your way of doing business and trees so well that I guess I shall favor you with another order this fall.

Respectfully,

D. Wilson.

Mena, Ark., Aug. 23rd, 1904.

The trees I bought of you were superior to any I have seen shipped in this part of the country. They have made a vigorous growth the first year, and free of insects. In the lot of 300 trees and vines I only lost three or four grape vines. As for myself I won't buy trees from an agent. I have been swindled more than once by them

Respectfully,

J. S. Kea

Pine Bluff, Ark., Jan. 31, 1904.

Dear Sir: I received my fruit trees in perfect order. They were in a nice growing condition when I received them. It was just twelve days from the time I mailed my order until I received the trees. Many thanks for the nice extras you put in for defraying your part of the express charges. They more than paid half. Wishing you much success in your nursery, I beg to remain your friend,

1210 E. 7 Avenue.

P. C. Chesnutt.

Pine Bluff, Ark., Aug. 15th, 1904.

Gentlemen: The trees that I got from you have given me perfect satisfaction, apples, peaches, plums and pears, and I will want to plant about five acres this fall and will certainly give you my order for same, as I like your trees and your style of doing business.

Yours truly,

Jas. W. Allen.

## Alabama.

Orion, Ala., Aug. 23rd, 1904.

Dear Sirs: Trees were fine. Some have died on account of the dry spring. Your packing, etc., was excellent. Am delighted with your system, "No Agents." I never buy from agents now and try to get others to buy from you. Agents go through here and sell to farmers for a great deal more than you do and they are not so well packed, and not as pretty trees, fruit no better, etc. Your extra trees overbalanced the part of express charges you offered to pay.

Very respectfully,

M. W. Pennington.

Leesburg, Ala., Aug. 18th, 1904

Dear Sirs: Will say the trees bought of you last season gave perfect satisfaction. You deserve better business, and I for one will do all in my power to build up your business in my community. Your trees have given the best satisfaction to all who have them. Will thank you again for your promptness in our past business.

J. W. Higgins.

## Florida.

De Funia Springs, Fla., Aug. 24th, 1904.

Dear Sirs: Trees I received from you, though delayed on the railroad some eight days, proved to be in growing condition. All the pear and peach trees are growing nicely. The pecans, with few exceptions, are doing well. Your count, packing and promptness full and above criticism. Your system of "No Agents" suits me. I never buy through traveling agents.

Yours very truly,

H. A. Gilbert.

## Georgia.

Macon, Ga., Aug. 24th, 1904.

Having dealt with you for more than ten years, all things have been correct, as you make it a business to do an honest business. Your trees have proven first class. I take pleasure in mentioning your firm when convenient. Most of my neighbors count on ordering through me.

Respectfully,

W. E. Sherwood.

Atlanta, Ga., Aug. 19th, 1904.

Dear Sirs: The Magnolia pear trees received from you are all growing and are thoroughly thrifty young trees. Am thoroughly pleased. Other stock purchased from you entirely satisfactory.

Yours truly,

R. E. Watson.

Ayersville, Ga., Aug. 28th, 1904.

Dear Sirs: Your 220 trees come last winter all right. They are doing fine. Some have grown three feet. You can look for another order this winter.

Orian Ryals.

## Mississippi.

Enondale, Miss., Aug. 22nd, 1904.

Dear Sirs: My pecan trees bought of you gave perfect satisfaction, and I have one now by measure that has grown twenty-five inches, grafted trees; one budded, eighteen inches. Have lost only one of the lot. I am pleased with your plan, sending trees direct from nursery to purchaser. It looks like strictly business, no delays and confusion.

Yours very truly,

M. C. Garner.

West, Miss., Sept. 14th, 1904.

Gents: Trees received in fine condition with few exceptions, and are doing exceedingly well, considering late planting. As for packing and counting, could not ask for better. Will want more trees this fall. No agency we think all O. K.

Very respectfully,

Brister Brothers.

Carrollton, Miss., Aug. 20th, 1904.

Dear Sirs: Several times I have ordered fruit trees from you and they have always given satisfaction in every respect. Some of the trees are bearing now and have been for three years. The fruit is very large and has a fine flavor. Especially do I recommend the Magnolia pear for its size, soundness and fine flavor. Last year I kept some of the pears until nearly Christmas. You have always been very prompt in your dealings with me; exceedingly liberal in counting and very careful in packing. All fruit growers would do well to read your catalogue, then buy.

Respectfully yours,

B. F. Williams.

Handsboro, Miss., Sept. 10th, 1904.

Gentlemen: My trees arrived promptly and in good condition; well packed; good count, and fine, healthy trees, and all growing finely. I thank you for the extras. Prices very satisfactory. I think you deal fairly in every particular. I like your system, "No Agents," very much, and freight arrangements. Pears and pecans seem to be most in demand at this time here. Some want Japan persimmons. If you like you can send me two or three catalogues. I think I could place them very well. Wishing you success, I remain, yours truly,

B. L. Harris.

Tupelo, Miss., Aug. 16, 1904.

Gentlemen: The trees I bought from you were first class in every respect and are all growing today. I have bought from you before, 6 or 8 years ago, quite a lot of pears, Keiffers and Garbers, and have never lost but one tree, and have gathered fine crops for five years. I think your system is as near perfection as can be had. Your promptness and reliability is undoubtedly and trees can't be surpassed. The same named trees are sold here by agents at three or four times the price we get them from you. Our people are beginning to grow fruit and are planting Elberta peaches. I think Stone and Garber pears would be best.

Yours truly,

J. M. Hoyle, M. D.





We have no Agents . . . .

. . . . We Prepay the Freight.

This Letter is Our Agent.

# B. W. STONE & CO.,

## NURSERYMEN.

Thomasville, Georgia.

### REFERENCES.

Thomasville, Ga., Oct. 5th, 1903.

This is to certify that I know Mr. B. W. Stone, of the firm of B. W. Stone & Co., quite well, whom I esteem as a reliable, enterprising gentleman. They are making a specialty of the finer varieties of Pecans. I have seen fully developed pecan nuts on their one year trees. The care and attention they are bestowing on their enterprise is commendable, and they deserve success.

M. R. MALLETT,  
Prs. Thomasville National Bank.

This is to certify that we have known the firm of B. W. Stone & Co., who have conducted a nursery here for ten years. They are now making a specialty of the finer varieties of pecans, and their word can be relied upon in every representation they make. They have made and sustained a name for fair dealing and good stock.

J. T. CULPEPPER, Mayor and  
Pres. Citizens Bank and Trust Co.

E. M. SMITH, President  
Bank of Thomasville.  
Thomasville, Ga., Sept. 17th, 1903.

I am well acquainted with Mr. B. W. Stone; have visited his nursery often, and believe him to be thoroughly honest and reliable in all his representations and dealings with his patrons. He is propagating the Pecan on a large scale, and with utmost care and success.

ROBT. G. MITCHELL,  
Judge of Superior Court.

Thomasville, Ga., Sept. 17th, 1903.

Tuscaloosa, Ala., Oct. 15th, 1903.  
Messrs. B. W. Stone & Co., Thomasville:  
Gentlemen: The Paper Shell Pecan trees ordered from you last year came all right and are looking well. I shall want more of them this season. I have now quite a large grove of Pecan trees and expect to continue adding to it as long as I live. All fruit trees bought of you have proven very satisfactory.

E. N. C. SNOW.

Houston, Texas, Oct. 11, 1903.  
B. W. Stone & Co., Thomasville, Ga.

Dear Sirs: About 7 years ago I bought some seedling Pecans, some Pears, Plums and Peaches. The Pecans are nice, large trees, and two of them bore some nuts last year. The Paper Shell Pecans I got last winter are doing well. With best regards to you I am

Respectfully,  
J. F. KESSLER.

Dear Sir: No one need be afraid to send money to B. W. Stone & Co. for Fruit Trees, for they do exactly like they wish to be done by.

J. A. HASKEW,  
Gibson, N. C.

Dear Sir:

This is a business proposition. Be your own agent. Attend to it to-day. "He who makes two blades of grass grow where but one grew before is a benefactor." He who buys two trees of us at the cost of one from an agent is a benefactor to his family and to his purse. Could we do anything but a square business and be in possession of these testimonials from these banks and our customers everywhere? Try them, we give their full address and if there is a single bogus testimonial among them we will give you your order free.

It is a pleasure to send you our new catalogue and fruit guide.

We respectfully invite your attention to our catalogue of fruit notes and testimonials.

Write us your wants at once, for it is a pleasure to answer.

Commence your Pecan grove this season, if you only plant one acre. Figure a little! What can you plant that will enhance your place faster than Pecans? It is worth twice as much to know that you are getting trees true to name. Any one can see the varieties are true to name in our nursery rows. We wanted 100 acres of paper shell Pecans for our own grove. This is why we were so very particular in going ourselves and cutting the wood off of bearing trees and having something we could swear by. Come and see them. We await your correspondence and command.

Respectfully yours,

B. W. STONE & CO.

No man, probably, in the United States is better prepared than Prof. Van Deman to properly estimate the pecan. As United States Pomologist he has had every opportunity for getting correct information, and he could not have any selfish motive in giving it out to the people. He does not make any extravagant claims for the pecan, but he says that it is the best of all American nuts, and that we already know enough about it to warrant us in planting extensive groves of the best varieties.

"Pecan trees sometimes begin to bear at six years old from seed, but not many until they are twenty. Budded or grafted trees of the best kinds usually begin at five or six years from planting, which is generally done when they are not over three years old from the seed. At first they bear but few nuts, but they gradually increase until at ten years, if in good soil, they yield profitable crops. From that time on they continue to increase for at least fifty years. There is no reason to think them past usefulness at a century old, for there are those of that age yet in their vigor. One who will plant the right kind of pecan trees in good land and in suitable climate and then cultivate them as if they were apple trees for about ten years, or until they are large, thrifty trees and able to shade the ground well, they beat an insurance policy ten times over. When they are once well established in rich soil there is no telling how long they will live and flourish.

"The crops of corn, cotton and other things will pay while the trees are growing. There need be no lost time in a pecan orchard properly managed.

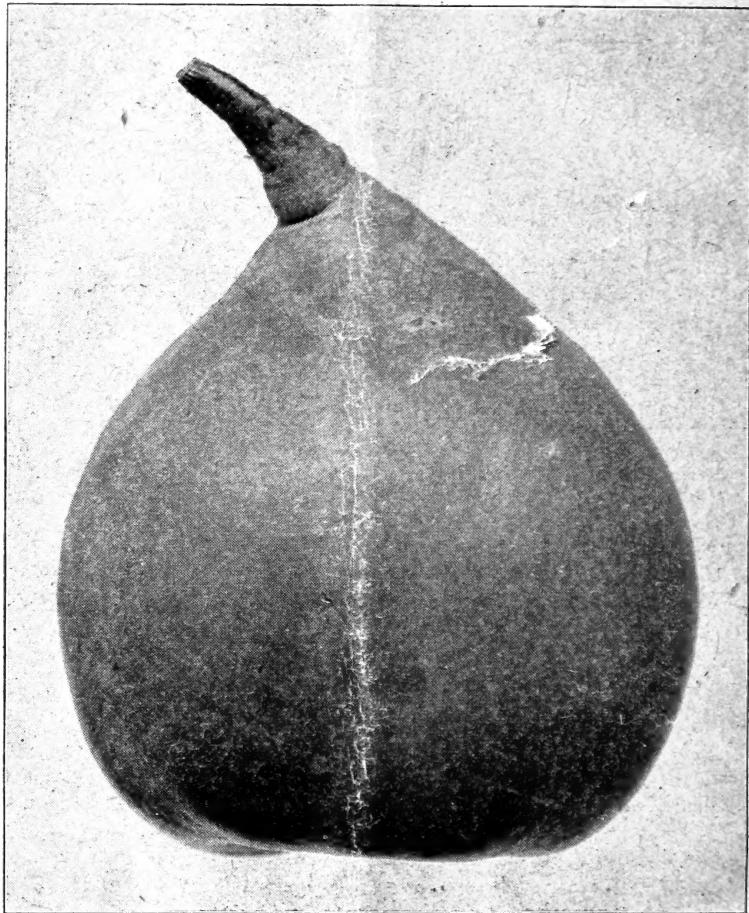
"The market for the nuts is practically unlimited. Our own country will always want a great quantity, and European markets are open to us, for the pecan is not grown there or anywhere else in the world than North America. The quality of the nut is so good that it will always be in demand. Let those who have rich land, even if it is subject to overflow, plant pecan trees. If once well started they will last more than a lifetime"—H. E. VANDEMAN.

Washington, D. C. October 23rd, 1903.

Mr. B. W. Stone, Thomasville, Ga.

My Dear Sir: Your late letter came while I was on a trip to the north, but I have been home two days and have read over all you say in your catalogue on pecans and am pleased with it. All that you say seems to me the plain truth, there being no exaggerated or wild statements and no undue puffing of favorite varieties. It will take time to prove which are the best kinds for each region, but you have said nothing rash.

H. E. VANDEMAN, Genl. Mgr. A. N. & F. Co.



STONE PEAR